



BUSINESS  
BENCHMARK  
GROUP

[www.businessbenchmarkgroup.com.au](http://www.businessbenchmarkgroup.com.au)

where every small business owner can achieve big business success

March 12, 2016

## Happy Labour Day



This weekend, Victoria and Tasmania celebrate the Australian labour movement and more specifically the achievement of a working day limited to 8 hours by granting everyone with a Public Holiday on Monday – called Labour Day.

Now hands up who just said “8 hours of work a day .... yeah right!” Okay hands down, now let’s have a show of hands for all of you who remembers the last time they spent 5 consecutive days working just 8 hours a day? Did anyone put their hand up? So what has happened to this great plan of the late 1850s? Why do we still feel the need to work longer hours?

Well my philosophy is that I believe the **aim is *not* to work harder; it’s to get better results!**

**So how do I do that? Well I make every hour count. One great way to do that is to calculate what your time is really worth.**

If you were to pay me at the start of every week \$100 for every hour you are working this week, let’s say you were going to work 40 hours between Monday and Friday hence you paid me \$4000 on Monday morning.

How many hours at \$100 an hour can you claim from me on Friday afternoon?

How many tasks did you complete valued at \$100 an hour versus \$20 or \$50? How many tasks did you complete at the scary price of \$Zero?

When was the last time you focused on your high worth tasks in your allocated time every week? How conscious are you of your time management? How conscious are you that for the \$100 an hour paid to me, you actually need to be doing \$100+ tasks per hour to end up in profit?

This is such a simple yet effective reminder: Do you actually respect what your time is really worth?

I strongly suggest that you do a time and motion study for 5 days (this is where you record your tasks every 15 minutes and put a dollar value next to each line item) and assess whether I’m holding more dollars than you at the end of the week.

Go to work on this – it will make you rich(er) and ensure that on those days that you are working more than 8 hours a day you are making every hour count.

### **M500 Event - Wednesday 23 March - True Grit**

Now is the time to book your ticket to this event - hear from our guest speaker Anthony Phillips, Founder and Director of Camp Australia. Anthony will share his story of how two brothers built the biggest childcare company in Australia and possibly the world!

You'll also have an opportunity to hear from a young family man Dale Faruggia of Quinton's SUPA IGA, who in a dominated grocery market, is showing true grit and determination leading a team of 90+ employees and experiencing a double digit growth in turnover.



Register today!

Have a great long weekend.

Best always

Stefan

**Stefan Kazakis**

[stefan@businessbenchmarkgroup.com.au](mailto:stefan@businessbenchmarkgroup.com.au)

[www.businessbenchmarkgroup.com.au](http://www.businessbenchmarkgroup.com.au)